USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

Middle East, North Africa, Europe, and Eurasia
Linking U.S. Businesses to Global Infrastructure Opportunities

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

USTDA Programs

USTDA promotes economic growth in emerging economies by facilitating the participation of U.S. businesses in the planning and execution of priority development projects in host countries. The Agency's objectives are to help build the infrastructure for trade, match U.S. technological expertise with overseas development needs, and help create lasting business partnerships between the United States and emerging economies.

USTDA advances these objectives through its two key programs, the International Business Partnership Program and the Project Development Program.

In support of the National Export Initiative, USTDA launched the International Business Partnership Program (IBPP) to connect foreign project sponsors with U.S. manufacturers and service providers in order to open new export markets and identify commercial opportunities for U.S. companies. USTDA's reverse trade missions – the mainstay of the IBPP – bring foreign decision-makers to the United States to observe the design, manufacture and operation of U.S. products and services that can help them achieve their development goals. These visits also include meetings with financial institutions to introduce financing options, as well as technical and regulatory bodies that can assist with strengthening the project sponsor's technical capacity.

Through feasibility studies, technical assistance and pilot projects, USTDA's Project Development Program helps overseas project sponsors identify technological solutions and various sources of financing for priority infrastructure projects.

Clean Energy

USTDA has developed a robust clean energy portfolio in the MENA/EE Region, with key investments in solar and geothermal power generation, alongside smart grid development. One of USTDA's notable successes is the 47.4-megawatt Germencik Geothermal Plant in Turkey, which became operational in 2009 based on the results of a USTDA-funded feasibility study and generated $25 million in U.S. exports. More recent projects in Turkey include support for the Alaşehir Geothermal Power Plant, feasibility study to introduce smart grid applications into power distribution and a geothermal reverse trade mission scheduled for October 2013.

A 47.4 MW plant developed in the Aydin-Germencik geothermal field by the Gurmat Energy Investment and Trade Company.

In North Africa, USTDA has targeted its approach to capitalize on rapid developments in the clean energy sector by supporting three solar power generation pilot projects in Morocco, including through a partnership with the Moroccan Agency for Solar Energy (MASEN) in support of a concentrated solar power (CSP) project.

In Egypt, USTDA is providing assistance to TAQA Arabia to determine the viability of developing and implementing a 100-250 MW CSP plant. In Jordan, USTDA is funding concurrent feasibility studies with each of the three Jordanian distribution companies to design smart grid systems that will improve operating efficiencies and help address Jordan's growing energy needs through loss reduction.

Information and Communication Technology (ICT)
USTDA recognizes that the ICT sector continues to rapidly grow in MENA/EE Region and therefore provides strategic support for technology advancements to help the agency's priority countries achieve their development goals. USTDA has focused its investments on key ICT infrastructure projects that promote efficiency, support the transition to knowledge-based economies, improve emergency management capabilities and create a faster, more-dependable, and better-connected telecommunications infrastructure.

In Egypt, USTDA is providing grant funding to two private sector firms to support the development of two data centers, which will enhance Egyptian businesses' productivity and modernize the country's ICT infrastructure. Building upon successes in the Romanian ICT sector, USTDA recently completed a technical assistance for the Integrated Network for Education and Technologies (INET), which is aimed at upgrading existing networks and IT infrastructure of schools, universities and research centers. USTDA's ICT projects in Jordan include a partnership with Electronic Health Solutions to conduct a comprehensive review of the Hakeem e-health records program and support efforts to develop a safer and more efficient healthcare delivery system. USTDA also hosted an Electronic Health Technologies RTM that brought a delegation from Jordan to the United States to learn about U.S. expertise in this sector. Additionally, in the West Bank, USTDA technical assistance supported development of necessary infrastructure for the planned Rawabi New City to become an ICT-enabled, investor-friendly commercial hub.

Transportation
In the MENA/EE Region, USTDA's transportation infrastructure investments are designed to catalyze economic growth and develop local host-country capacity to operate as a regional gateway and commercial trading hub. The success of the National Freight Information and Transportation Hub (NAFITH) pilot and feasibility study in Jordan demonstrates how strategic improvements in transportation and logistics networks can promote trade efficiency, security and global competitiveness. In Kazakhstan, USTDA has had great success in the railway sector with both feasibility studies and reverse trade missions generating more than $600 million worth of exports.

In the ports sector, USTDA has supported improvements in communication and security infrastructure through Vessel Traffic Management and Integrated Port Information projects in both Jordan and Morocco. USTDA also hosted an Egypt Port Automation RTM to introduce public and private sector representatives from Egypt to transportation technologies and services in the United States.   In the aviation sector, USTDA partnered with EgyptAir Maintenance & Engineering to upgrade its ICT infrastructure to provide state of the art service to international carrier customers. USTDA feasibility study support is also assisting Morocco's national air carrier, Royal Air Maroc, in its efforts to optimize its operations at Casablanca's Mohammed V Airport and become a regional hub. In addition, USTDA is also sponsoring a two part technical assistance to help Azerbaijan gain Category One status under the Federal Aviation Administration's (FAA) International Safety Assessment Program.

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